

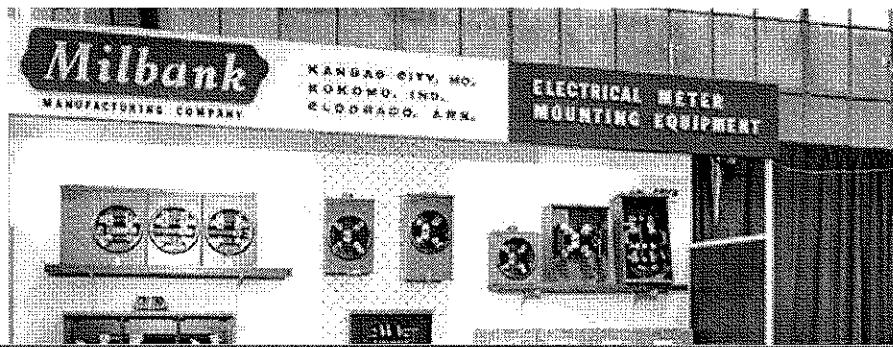
## CATALOGS

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## HISTORY

Milbank is third-generation family-owned and since its founding by Charlie Milbank in 1927, the company has weathered 14 recessions, five wars, the recent housing collapse, and significant and profound technological advances that bear direct impact on its product lines and the electrical industry at large. Despite these countless challenges, Milbank continues to thrive and grow. Milbank's formula for success? An unwavering commitment to quality, innovation, financial strength and community involvement.



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## HISTORY

Charlie's first exposure to the electric business occurred in 1899, when he was 20 years old. He worked for the Union Lighting and Power Company (Union Electric) in St. Louis, Missouri, and was a member of the IBEW (International Brotherhood of Electrical Workers). He spent most of his time in the boiler room shoveling coal in order to generate steam for their power system. In 1903 he worked with hundreds of other electricians installing the electric system for the 1904 World's Fair in St. Louis. Known for its "Palaces of Electricity," \$2 million was spent at the fair just on manufacturing and distribution of power. In 1913 at the age of 34, he landed a sales job with WESCO in St. Louis and sold electrical products throughout the Midwest. In his new endeavors Charlie did not discourage easily. He often recalled returning home after his first week of travel, having sold only one sewing machine motor.

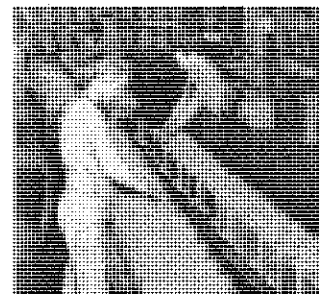
In 1916 Charlie struck out on his own selling small power generating plants to municipalities, which he would design and build himself. After WWI the municipalities began to buy power directly from the larger utilities, and Charlie became a manufacturers' representative, selling watt-hour meters for Sangamo Electric, and meter enclosures for Superior Switch and Device. Charlie recognized that there were many products that his customers needed, that no one was making, and he began building them himself. He soon parted ways with Superior and founded Milbank Manufacturing Company. The late 1920s were tough times for starting a new business, but his vast experience as a utility laborer, distributor, sales rep, power plant designer and builder gave him a keen insight into the electrical market. Over the next 15 years, Charlie built up a network of friends and slowly and steadily built a thriving manufacturing business. In 1928 Charlie married Martha Ann Martin, adding yet another resolute and intelligent partner to the company. He also employed his two sisters, Emma and Alice, as sales secretary and bookkeeper. The family business continued to grow.

Business really picked up during the 1940s when Charlie got involved in manufacturing landing mat clips for the war effort. These clips were used to hold runway mats together for plane landings on temporary airfields. At the end of WWII Charlie directed the company's resources toward building enclosures for A-base watt-hour meters. With the postwar building boom in full swing, these products were in high demand by utilities throughout the country.

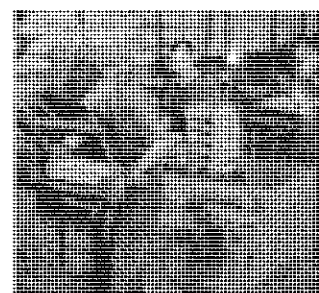
In these early years Charlie and Martha Ann drove from coast to coast selling the Milbank name. They were well loved by their customers and affectionately known to many as "Uncle Charlie" and "Auntie Ann." Most friends and acquaintances remember Charlie Milbank as a personable man who had a talent for selling. He conducted himself as a gentleman and his word was his bond. Charlie believed that if you make a customer happy, they would come back for more, and the way to make them happy was to sell them a quality product that filled their needs. Although the business world of today is more complex and dynamic, these same values still hold their weight in gold.

Today we are an industry leader in the manufacture of electrical meter sockets. Through a national network of manufacturers' representatives we provide wholesale electrical distributors with quality electrical products for the utility, contractor, industrial and OEM markets. As the meter standards have changed, Milbank has been successful in adapting its product line to these changes. Our full-scale engineering department designs products to meet customer specifications and satisfy all utility requirements. Milbank's employee base of over 1,000 with our five manufacturing facilities comprising almost 550,000 square feet gives us the flexibility to schedule, produce, and ship orders quickly. Currently, Milbank manufactures over 10,000 different catalog items, and this list continues to grow. Our unique product offering includes: Residential & Commercial Meter Sockets; Residential/Commercial Meter Pedestals; RV/Mobile Home Power Outlets, Pedestals, and Transformers; Commercial Electrical Enclosures; Circuit Breakers; Disconnects/Safety Switches; Safety Sockets; Utility & Residential Secondary Pedestals; Hubs and related accessories. If you don't find a product on this website that serves your needs, send us your specifications and we will be happy to work with you.

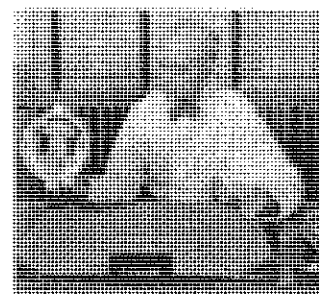
Our success has come from a loyal customer base that can rely on us to build quality products at a fair price in a timely manner. Our willingness and ability to design and produce new products to meet our customer demands is an important factor in remaining competitive in today's electrical market.



Milbank's First Assembly Line  
Kansas City, Missouri



Spot welding Milbank enclosures, 1940's



Charlie compares his new drawn  
aluminum socket with a royal flush

Milbank has been servicing the electric utility-wholesale distribution industries for over 85 years with innovative, quality engineered products. So remember us for all of your meter mounting and related requirements, and we will be happy to serve you as we have in the past—with dependable service and quality products!

As a third-generation-run business, we take great pride in being one of the few family-owned businesses left in our industry. And we truly believe that.



Charles A. Milbank  
1879-1958



Bill Martin



George F. Milbank  
1924-1992



Robert E. Milbank, II  
Chairman



Kathryn Trudgen Milbank  
Vice Chairman

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